

Small Business

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OSC – On the Line



8(a) Program

- ✓ **Developed to help Small Disadvantaged Businesses compete in the American economy & access the federal procurement market**
- ✓ **An 8(a) applicant must be**
 - **a small business**
 - **unconditionally owned & controlled by one or more socially & economically disadvantaged individuals who are of good character and citizens of the U.S**
 - **demonstrate potential for success**
 - **51% directly and unconditionally owned by socially and economically disadvantaged individuals**



8(a) Program continued

- ✓ **What is socially disadvantaged?**
 - **Black, Hispanic, Native Americans, Asian Pacific Americans and members of other groups designated by the SBA**
- ✓ **What is economically disadvantaged?**
 - **Socially disadvantaged individuals whose ability to compete in the free enterprise system is impaired due to diminished capital and credit opportunities.**



8(a) Program Continued

- ✓ **Contact your local Small Business Administration (SBA) District Office to apply for the 8(a) program**
 - **<http://www.sba.gov/8abd/>**
 - **Certification in 8(a) program is for 9 years**





Doing Business With OSC

- ✓ Register in Central Contractor Registration (CCR) at <http://www.ccr.gov>
- ✓ Have electronic fund transfer capability
- ✓ Be familiar with the Federal Acquisition Regulation (FAR) <http://www.arnet.gov/>
- ✓ Find OSC solicitations at <http://www.osc.army.mil>
 - Click Business & Employment Opportunities
 - Click AAIS (Selling to OSC)
 - Click Solicitation Information





Make Your Business Visible



- ✓ Register in SBA's Procurement Marketing and Access Network (PRONET) at <http://www.pro-net.sba.gov>
 - Self registration site
 - Both government and industry search this site for small businesses
- ✓ Federal Business Opportunities
<http://www.fedbizopps.gov>



Where to get help

- ✓ **Senior Corps for Retired Executives (SCORE)** <http://www.score.org>
- ✓ **Procurement Technical Assistance Centers (PTACs)** <http://www.dla.mil/pta>





Historically Underutilized Business Zone (HUBZONE) Program

- ✓ **Stimulates economic development & creates jobs in urban and rural communities by providing Federal contracting preference.**
- ✓ **A HUBZONE applicant must**
 - **Be a small business**
 - **Have it's principal office located within a HUBZONE, including land on Federally recognized Indian Reservations.**
 - **Be owned & controlled by one or more U.S. Citizens or be a Community Corp. or Indian Tribe.**
 - **Have at least 35% of it's employees reside in a HUBZONE**



To Apply

For HUBZONE Certification or find out more about the HUBZONE program, go to SBA website:

<http://www.sba.gov/HUBZONE>